

FOCUS *on* DBE



Delaware Department of Transportation (DelDOT) encourages doing business with Delaware Certified Disadvantaged Business Enterprises (DBEs)



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DelDOT Joins Forces with Maryland to Improve Opportunities for Disadvantaged Businesses

The Delaware Department of Transportation (DelDOT) and the Maryland State Highway Administration (SHA) formed the Twin-State Partnership (TSP) to target the needs of underutilized Disadvantaged Business Enterprise (DBE) firms in the construction industry within the two states.

This program is the first multi-state partnership of its kind, and through the partnership the two organizations will pilot the newly established *Business Opportunity Workforce Centers* (BOWC). These centers will be used to create economic development opportunities for disadvantaged businesses by helping to increase participation of DBE firms in the highway construction industry.

While DBE programs have invested in supportive services to improve DBE firm participation in securing federal construction contracts, these programs have yet to make a significant impact on the number of DBE firms that have actually attained federally funded highway construction contracts.

With the knowledge gained we hope to see an increase in the participant's ability to compete for subcontracting and hopefully prime contracting opportunities. During and after the two-year program, we will measure the professional growth of the participating businesses. We hope to see increases in net income, net worth, lines of credit, and bonding capacity.

Wanda Dade
BOWC Coordinator

Several factors, such as lack of technical skills in highway construction, adequate capital/funding, business skill and experience, capacity, and quality workforce have contributed to a low impact on DBE programs thus far.

"Learning from what we now know, we have created a totally new concept for DBE support services," DelDOT DBE Program Manager Richard Rexrode explained. "Rather than concentrate primarily on business development, this DBE support service concept marries workforce development with business development."

In the first year of operation, TSP will identify and enroll 25 underutilized firms through a selection process. The selected DBE firms must commit to a two-year business development program.

The primary development center will be located in Maryland. A secondary satellite office will operate in Dover, Delaware. Based on its success, the TSP program could serve as the model for the rest of the country.

For more information on the program, call the DelDOT DBE Program Office at 302-760-2035.

Welcome New Support Services Staff Member



Travis Crawford
DBE/EO Specialist

Travis Crawford joined the DBE Program in September 2008. He brings nearly ten years of experience with various phases of highway and bridge construction.

With DelDOT, Travis will monitor contractor and subcontractor contractual obligations, track payments, and certify and develop

minority and women-owned businesses. In the DBE Certification process, his goal is to ensure that licensed applicants are both qualified and encouraged to participate in DelDOT's federally funded contracts.

Travis holds a Bachelors degree from the University of Kentucky and a Masters degree in Public Administration from Northern Kentucky University. He has dedicated his career to public service and is committed to serving the people of Delaware to the best of his abilities.

A Farewell Message

To each of you who have ever spoken or written a kind or encouraging word to me, I thank you! Those moments are what made my experience working with DelDOT and serving the highway construction community the most rewarding of my career.

Now, in keeping with my tradition, I leave you with these inspiring words from the great NCAA Basketball Coach, John Wooden, "Don't measure yourself by what you have accomplished, but by what you should have accomplished with your ability...Do not let what you cannot do interfere with what you can do."

Marguerite Davis-Isaac

Upcoming Events

Business Development Opportunities

Training

Start Your Business Right

January 21 • 9:00 AM – noon

Georgetown SBDC

Sussex County Center — University of Delaware, Georgetown

Contact the Delaware SBDC at (302) 856-1555 or

www.delawaresbdc.org

OR

February 17 • 1:00 PM – 4:00 PM

Newark SBDC

New Castle County Center, Univ. of Delaware — Newark, DE

Contact the Delaware SBDC

(302) 831-0770 or www.delawaresbdc.org

DE PTAC Program Overview, SBA 8 (A), SDB, and HUBZone Certification, & DelDOT's DBE Program

January 27 • 9:00 AM – noon

Georgetown SBDC

Sussex County Center — University of Delaware, Georgetown

Contact the Delaware SBDC at (302) 856-1555

or www.delawaresbdc.org

OR

February 26 • 9:00 am – 12:00 pm

Delaware State University – Delaware Center

for Enterprise Development

DSU, Bank of America Building, Room 310, Dover

Contact the Delaware SBDC at www.delawaresbdc.org

How to Write a Winning SBIR Proposal

February 11 • 8:00 am – 6:30 pm

Delaware Biotechnology Institute

Newark, DE

Contact the Delaware SBDC at

(302) 831-0770 or www.delawaresbdc.org

Opening Doors to Federal Contracting

February 4 or March 4 • 9:00 am – 11:00 am

SBA Office — Wilmington, DE

Contact Gedell Hawkins 302-573-6294 or at

gedell.hawkins@sba.gov

9th Annual Alliance Mid-Atlantic Small Business Procurement Fair

March 4th • 7:30 am – 4:00 pm

Atlantic City Convention Center — Atlantic City, NJ

Contact 609-348-7100 or info@showworksinc.com

Newly Certified DBEs

The following businesses have successfully completed DelDOT's Disadvantaged Business Enterprise (DBE) certification. For more information about the services these businesses, and all DelDOT certified DBEs offer, visit the online Unified Directory of Certified DBE Firms at http://deldot.gov/information/business/dbe/bulletin_board.shtml and click on DBE Resources.

Stafford Environmental Services, Inc.
(dba Bird Solutions International)
Bird deterrent/proofing services.

Crossroads Transportation, LLC
Transportation planning.

Armand Resource Group, Inc.
Program design & implementation, compliance monitoring/reporting outreach, public involvement and technical assistance.

Commercial Fabricators, Inc.
Miscellaneous steel fabrication company that specializes in stairs, handrails, and light structural steel for commercial, industrial, and utility projects.

Michelle Robinson Architects
Architectural consulting services.

M&N Engineering and Diving Services, Inc.
Structural engineering and diving services.

Nanticoke Fence, LLC
Sales and installation of commercial and residential fences.

Making Business Cents

Supplier Diversity Pilot Project Launched

Office of Minority and Women Business Enterprise (OMWBE) Director L. Jay Burks recently announced the launch of a pilot supplier project to increase opportunities for doing business with the state of Delaware.

According to Burks, the majority of purchasing managers or state personnel with purchasing power will often default to using the same suppliers if purchasing opportunities are under the \$50,000 threshold and do not require an advertisement.

"While it is a fundamental business element to work with companies based on established relationships, this practice ultimately works against supplier diversity," Burks said.

"The objective of the OMB supplier diversity pilot project is to expose the minority and women business community to smaller state purchasing opportunities that aren't advertised and mandated by state contract use," Burks explained.

One of the largest contracting agencies within the state, the Division of Public Health (DPH), is now participating in the pilot project. "During testing, a user from DPH searched the database for health promotions, cancer care coordinators and event planners, and found minimal results," Burks said.

As a DelDOT certified disadvantaged business enterprise, your company is automatically certified with the state of Delaware and eligible for the pilot project. However, Burks noted that there

are a few strategies you may want to consider to enhance your success.

First, visit the OMWBE Web site to make sure your job description is accurate. Burks cautioned, "My office has received resistance from state personnel about learning the North American Industry Classification System (NAICS) codes and all the vendors in the OMWBE database do not have business profiles. As a result, if a user searches the database for a keyword that is not in your business profile, you will not be solicited for an opportunity.

To update your business profile, email the changes to Ljay.burks@state.de.us. Also, contact the agency you are interested in providing products or services to. Ask what they are looking for and include this data in your profile.

Firms in construction should complete the Division of Facilities Management contractor's registry application (located on the OMWBE Web site). It serves as another level of third party certification, and requires providing information about specific job references.

Currently, OMWBE has contacted several agencies for participation in the pilot Supplier Diversity Program. Continue to check the Web site for additional agency participation.

Burks also advises that when marketing your products and services to the state, ask prospects if their agency is participating in the OMB supplier diversity pilot project. If they are not, your inquiry may prompt their participation.

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Bid Opportunities

For hundreds of contracting opportunities, visit DeIDOT's online DBE Web site at http://deldot.gov/information/business/dbe/bulletin_board.shtml and click on Upcoming Projects.

